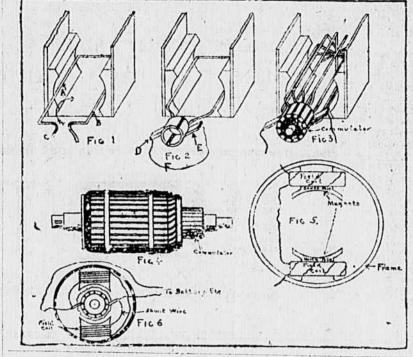
SIMPLIFIED LESSON ON PROPER CARE OF AUTOS

Times-Dispatch Auto Expert Explains Magneto Wiring and the Alternating Current.

HOW TO MAKE CURRENT DIRECT

or Oil on Commutator Will Cause Short-Circuiting of the Segments-Cleaning With Gasoline Is the Remedy.

Diagram of Magneto Wiring System



QUESTIONS AND ANSWERS



This Name-Plate

and day service - it means SATISFACTION.

M. D. STONE MOTOR CO.

1807-9 West Broad Street.

The King of Twelves Is Here

"America's Greatest Light Six"

"America's Greatest Light Twelve 24TH SUCCESSFUL YEAR

They have their reputation, and it is an enviably good one for low upkeep cost and its superb flexibility, speed, power and pick-up.

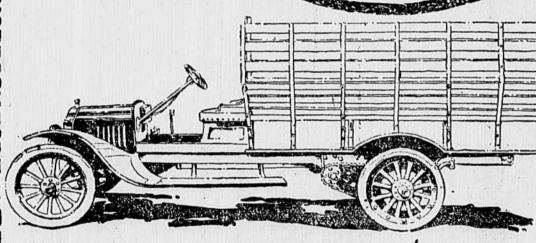
You want good looks in a car, and the HAYNES LIGHT TWELVE will delight you in this respect. But you also want to know that you are getting a motor and mechanical construction which will stand up to its work and out perform high price cars year in and year out.

Call and arrange for a demonstration to-day, and we will prove what we say.

Model Garage Corp.,

Madison 117.

Form-a-Truch



One Smith Form-2-Truck will haul as much as your Two Best Two Horse Teams.

NOW sell all your horses—except those you need for work in the field. If you use horses for hauling, you are losing money-delaying farm work. One Smith Form-a-Truck will haul twice as much as two teams. And at half the cost. Yet Smith Form-a-Truck costs no more than a team and harness—\$350.

Save Like This

Use it for hauling milk-grainand farm products to town. Haul manure, hay, fertilizer, feed, crops, lumber, coal-everything.

In 33 Less Time

Make your trips to town in onethird the time of horses. Save two to three hours time of two drivers every day in the year. 1200 hours -120 days-\$240 pay.

Costs Nothing While Idle

Your horses are devouring profits in feed whether they work or not. Sundays and holidays are feast days for them.

Smith Form-a-Truck costs nothing while idle. The minute the engine stops, its cost stops.

8c Per Ton-Mile

12 to 18 miles per gallon of gaso-line—12 to 15 miles per hour—

6000 to 8000 miles per set of tires. And repair costs are practically nothing.

Amazing Invention — 8-in-1 Farm Body

An exclusive Smith Form-a-Truck feature. Simply pull lever and get any one of eight combinations of farm bodies—stock rack body—basket rack—hay rack—hog rack-grain-flat rack-high flare board-flat rack scoop board down. Then change from one type to another in an instant - without tools.

Now for These Cars

Now attach Smith Form-a-Truck to a new or used Ford, Maxwell, Dodge Bros., Chevrolet, Buick or Overland chassis and you get a fully guaranteed, powerful, strong oneton truck.

Don't put up with costly horses any longer. Come in at once, for you can make far bigger farm profits with Smith Form-a-Truck.

Appomattox Iron Works and Supply Co., Inc.

Richmond, Va., 1813 W. Broad-Boul, 2826.

Who Gets Your Trade-the Back Number Storekeeper or the Modern Merchant?

TOME-MAKING is as good as a The service which tries to deliver every penny of her allowance count. dependable. A pleasure car isn't built She hasn't much patience with lastcentury business methods, which keep her a deal load of eight hundred or a from getting the greatest possible value thousand pounds. So it makes frefor her money, business methods which increase the cost of a bag of flour by six runs up big bills. And in the long run or eight per cent., for instance.

According to the United States Buefficient delivery methods alone are doing. It costs some storekeepers eight or ten per cent. to send your goods home, while others are doing it for only two or three per cent.!

You pay in either case.

number storekeeper or the modern delivery requirer + is. It is designed merchant?

prices and by his service-economical The service which sends home your

morning's shopping by old-fashioned horse delivery is costly.

The horse and wagon limits a storekeeper's volume. He can't cover enough customers to keep down the cost per package—a few people must stand his whole delivery expense.

course in business these days. your goods with a converted pleasure The housewife has to make car motor "truck" is costly-and, unto jounce over all kinds of roads with quent trips to the repair shop, where it you pay these bills.

The economical, dependable service reau of Census, that is just what in- is the service which shoots orders to your door in a classy, sturdy delivery car, built for package delivery only. It is VIM Lelivery Car service-20th century service-and by it you will recognize the modern merchant.

The VIM Delivery Car is the only Who gets your trade-the back delivery unit built solely to meet package And how do you recognize a modern dred different lines of business.

Easy on tires, economical in gas con-By the quality of his goods, by his sumption, cheaper to operate than a horse and wagon, and without a pleasure car part in its whole sturdy make-up-that's the VIM Delivery Car.

And it is the easiest delivery unit on the market to buy-through the VIM Deferred Payment Plan.

Thoroughly equipped VIM sales and Service Station here for the benefit of

VIM owners. Full information on request.

KAEHLER MOTOR COMPANY Broad at Ryland Richmond, Va.



The chassis sells for \$665. Complete with Open Express body, \$715; with Closed Panel body, \$745. Ten other standard types of body. All prices F. O. B. Philadelphia.

